



U.S. Army Contracting Command



Industry Day (15 Apr 11)

Mine Resistant Ambush Protected (MRAP) Contract Logistics Support Services (CLSS)

W56HZV-11-R-0181



4/15/2011

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Welcome and Agenda

PRESENTER:
LORETTA BURSEY
CONTRACTING OFFICER



Agenda

TIME
PRESENTER

TOPIC

0700 - 0730	Check-In	
0730 - 0800	Welcome, Schedule and Admin & Guidelines	Loretta Bursey
0800 - 0830	Program Background	COL John Conway
0830- 0930	Performance Work Statement Overview	COL John Conway
0930 - 0945	BREAK	
0945 - 1030	Contract Overview	John Jolokai
1030 - 1115	Competitive Source Selection Process	John Jolokai
1115 - 1200	Pricing Workbook , Part I	Sally Petrous
1200 - 1330	LUNCH	
1330 - 1400	Pricing Workbook , Part II	Sally Petrous
1400 - 1445	Special Provisions	Loretta Bursey
1445 - 1515	Proposal Submission	Ardella Anderson
1515 - 1530	BREAK	
1530 - 1630	Questions and Answers	Kelvin Magee



Administrative Guidelines

- Smoking allowed outside of the building only
- Cell phones off or on “vibrate” mode
- No video/audio recording
- Take urgent calls outside of the conference area
- The list of attendees and briefing charts will be posted to the ProcNet Website
- Lunch will be at your own expense from 1200 - 1330



Administrative Guidelines

- All questions shall be submitted in writing
- During scheduled breaks and lunch questions can be submitted on the provided 3 x 5 cards to the designated Government personnel
- Written questions received may be answered during the scheduled Q&A session. Questions similar in nature will be consolidated and posted to the TACOM ProcNet (MRAP FOV CLSS) website
 - If you feel your question was not answered or are unsatisfied with the Government's response, please re-ask the question after RFP release and the formal Q&A process will provide a posted response
- Formal posting of the RFP will reflect the formal Government disposition of questions or issues raised
- The published final RFP shall govern in the event of a conflict with information given at this conference



Administrative Guidelines

All communication with the Government shall be through the TACOM Contracting Office:

- Loretta Bursey, Contracting Officer at 586.282.9618
- Ardella Anderson, Contract Specialist at 586.282.9598
- Alton D. Marks, Contract Specialist at 586.282.9630

Email: DAMI_AMS_MRAP_CSS@conus.army.mil



Conference Guidance

- Information presented today is for **INFORMATIONAL PURPOSES ONLY**
- Proposals shall be based on final solicitation posted to Federal Business Opportunities (FedBizOpps) and TACOM ProcNet (MRAP FOV CLSS) Website
- Offerors are notified that the Government will not reimburse costs incurred for proposal preparation per FAR 31.205-18



Program Background

PRESENTER:

COL John Conway

Product Manager Logistics

Program Management Office – MRAP



JPO MRAP CORNERSTONES

SECDEF Memo
2 May 2007

- ❖ “The MRAP program should be considered the highest priority Department of Defense acquisition program...”
- ❖ “...any and all options to accelerate the production and fielding of this capability to the theater should be identified, assessed and applied where feasible.”
- ❖ “...the urgency of the situation ...requires that we thoroughly examine all options to put as much of this enhanced capability in the hands of our troops as rapidly as reasonably possible.”



OSD TASK
Force Charter

“Directing that a Department-wide task force be formed to **integrate planning, analysis, and actions to accelerate** over the next year the **acquisition** of as many MRAPs as is **possible** and **prudent**”

Secretary Gate's Memo dated 30 May 2007

“Speed is of essence”

Accelerated Production to Maximum Capacity by Adding Additional Vehicle Variants to Meet CENTCOM Requirements Faster



MRAP Team



DoD



DoN
HCSMC



DCMA



DLA



LOGCO
M



DoA



DoAF



SAF AC



Aberdeen

4/15/2011

Test

Center



SOCOM



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PEO CS CSS



DoN



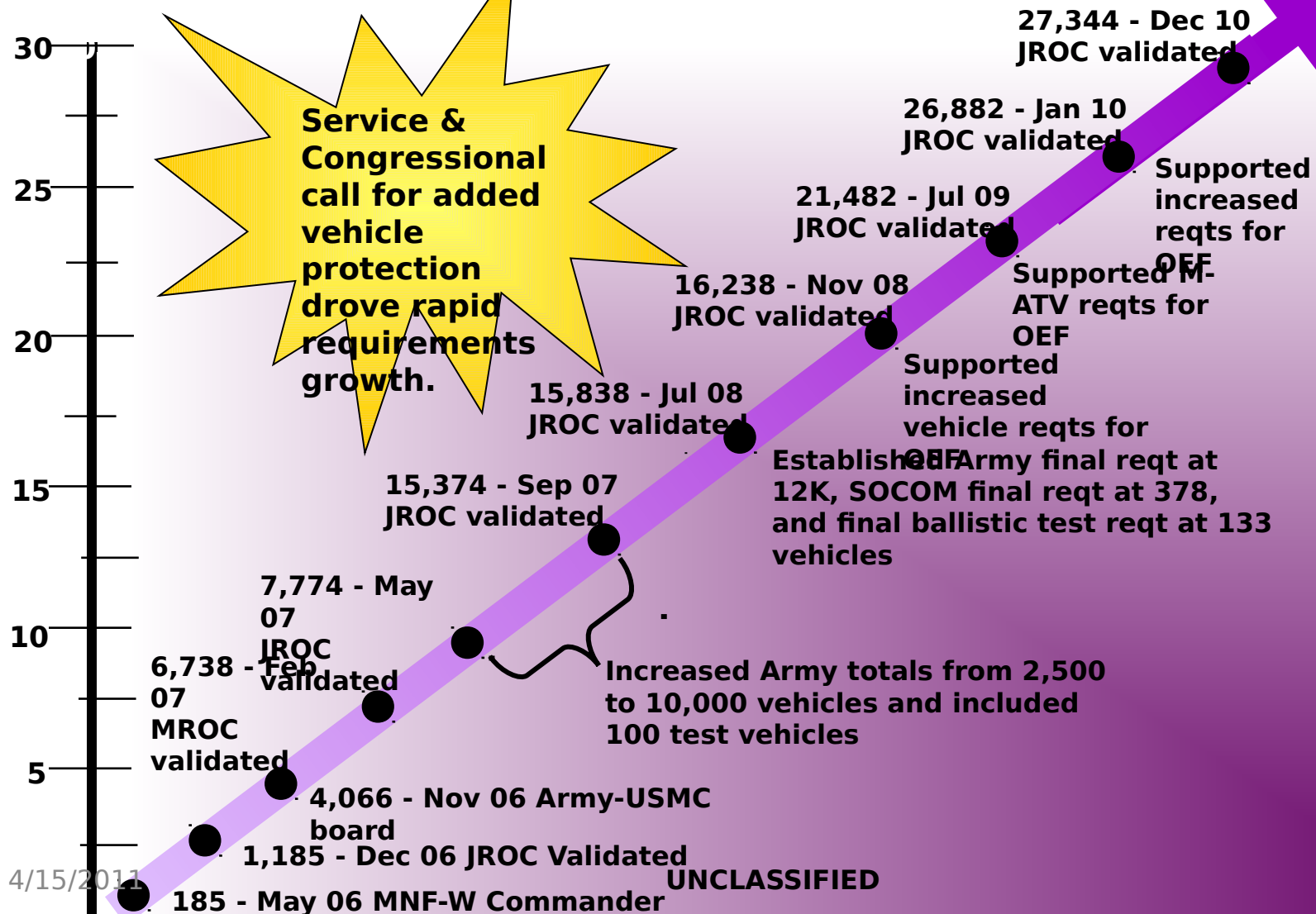
ASN RDA



NAVFLAC



Operational Demand Signal





U.S. Army Contracting Command

MRAP Family of Vehicles

FPII
Buffalo



Buffalo 6x6
(H1-13)



Buffalo 6x6
(H14-25)



Buffalo 6x6 A1
(H65-239)



Buffalo 6x6
A2 FAT

Oshkosh
MATV



MRAP All Terrain Vehicle

FPII
Cougar

CAT I Cougars



Cougar 4x4
Platform



Cougar 4x4
HEV



Cougar 4x4
ENGR



Cougar 4x4
CAT I AO



Cougar 4x4
IBPM



Cougar 4x4
LSB



Cougar 4x4
A1



Cougar 4x4
A2 ECP



Cougar 4x4
RT



Cougar 4x4
ISS

CAT II Cougars



Cougar 6x6
Platform



Cougar 6x6
HEV



Cougar 6x6
EOD



JERRV 6x6
ENGR



Cougar 6x6
Sole Source



Cougar 6x6
Surge



Cougar 6x6



Cougar 6x6
A1 IBPM



Cougar 6x6
A1



Cougar 6x6
ISS

BAE
RG-33



RG-33 CAT I



RG-33 CAT I
SOCOM



RG-33 CAT I
SOCOM



RG-33L CAT II



RG-33L CAT II
HAGA



RG-33L CAT II
Plus w/ EFP



RG-33L Plus
CAT II HAGA



USSOCOM CAT II
Armored Utility Variant



SOCOM CAT II
Armored
Recovery Variant



RG-33 CAT I
Base
Upgraded/ISS

GDLs-C
RG-31



RG31 A0 CAT I
Route Clearance



RG31 A1 S
CAT I SOCOM
w/OGPK Mk5E



RG31 A2 CAT I
w/MEAP Armor



RG31 A2 CAT I
Mk5E



RG31 A2 CAT II
Prototype Truck



RG31 A3 CAT I
w/CROWS II



RG-31 A3 CAT I
Mk5EM



RG31 A12
CAT I SOCOM



RG31 A3/ISS
CAT I SOCOM

Navistar
MaxxPro



MaxxPro CAT I



MaxxPro CAT I
w/MEAP



MaxxPro Plus
CAT I



MaxxPro Plus CAT I
Ambulance w/EFP



MaxxPro Plus CAT I
Ambulance



MaxxPro Plus CAT I
w/EFP



Max Pro
DASH CAT I



Max Pro DASH
CAT I w/ISS



MaxxPro XL
CAT II

BAE-TVS
CAIMAN



Caiman CAT I
(Test Only)



Caiman CAT I



Caiman CAT I
w/MEAP



Caiman CAT II



SuperCaiman CAT I
w/Bar Armor



SuperCaiman
CAT I MRAP II



Caiman Plus CAT I
w/MEAP



Caiman Plus
Ambulance



Caiman Plus
C2OTM

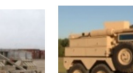
PdM
AMS



Buffalo/MPCV



Husky/VMMD



Cougar/JERRV



Panther/MMPV



RG31

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The MRAP Team - Sustainment

- Services and Components

- USMC
- USA
- USAF
- USN
- SOCOM

- Service Logistic Commands

- Warfighters

Original Plan

7,774
Vehicles on Order
Centralized Fielding
• **Centralized Support**

Requirements

+ 90,000 parts

Warfighter Feedback and Lessons Learned

= Current Reality

26,560
Vehicles on Order

- **Decentralized Simultaneous Fieldings**
- **Decentralized Support Requirements**
- **Hybrid/Organic Support**

The Hybrid Strategy

**JPO provides initial parts push
(ASL/PLL/BDAR)**

JPO MRAP



SSAs and Fielding Sites



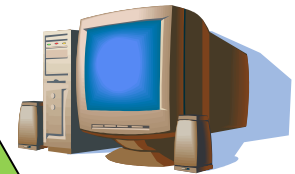
- ✓ **ASL = SSA**
- ✓ **PLL = Unit**
- **Battle Damage = RS**



Parts are consumed



**Focusing on
Readiness, Battle
Damage Repair,
CENTCOM missions**



**ULLS
SAMS-E
SASSY
SBSS**

Parts are ordered via STAMIS

JPO Funds all parts buys through 4th QTR FY12

What Does Hybrid Mean?

- JPO is the bill Payer until Services become accountable in 1st QTR FY12
- Uses the Organic military supply chain
- Employs STAMIS/SASSY/standard Service specific solution
- OEMs are the major source of supply until fully provisioned
- JPO Executes sustainment maintenance and BDAR at the RSAs
 - ✓ Augmenting maintenance support with RRAD mechanics/ Contractor Mechanics and FSR technical advisors
 - ✓ OEF uses CLS Maintenance via Contractor & AECOM

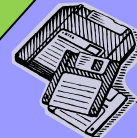
Replenishment



**TACOM
LOGCOM**



Repairables



DLA



Consumables



Performance Work Statement Overview

PRESENTER:

COL John Conway

Product Manager Logistics

Program Management Office – MRAP



Performance Work Statement Overview

- The 5 W's: Who, What, When, Where, and Why
- MRAP FOV CLSS Primary Repair Sites
- MRAP FOV CLSS Program Repair Sites Overview
- MRAP FOV CLSS Site Mission
- Site Types & Capabilities
- CLSS Labor Categories
- Contract Work Schedule
- Security Clearance Requirements
- Maintenance Support
- Supply Support
- Logistics Services
- Quality
- Reporting



5 W's

- Who
 - Requirement Office: JPO MRAP, PM-AMS and SOCOM
- What
 - Provide Contractor Logistics Sustainment and Support to MRAP, RCV, SOCOM, Other DOD Services, Other U.S. Government Agencies, and Coalition Forces
- Where
 - AOR: Afghanistan, Kuwait, Iraq
 - CONUS: Multiple Government sites
 - OCONUS: Germany and Korea
- When
 - Contract Award Nov 2011
- Why
 - Support the Warfighters during the transition to Organic Support





Users/Fleets/Vehicles Supported

Route Clearance (USMC/Prophet)

ARMY ENGINEER RCT

- HUSKY IVMMMD
- BUFFALO
- RG-31
- PANTHER/PROPHET

ARMY EOD UNITS

- JERRV
- COUGAR
- PANTHER/PROPHET

ARMY MI UNITS

- PANTHER/PROPHET

USMC RCT

- BUFFALO (OEF Only)

Special Vehicles

- Hydrema Flail
- Aardvark Flail
- Berm Sifter

Special Purpose Equipment

- The Interrogation Arm Kit
- Vehicle Optics Sensor System (VOSS)
- Air Digger (Buffalo only)





Users/Fleets/Vehicles Supported

<u>SOCOM MRAP</u>	<u>MRAP FLEET</u>
<ul style="list-style-type: none">• RG-31• RG-33 FOSOV• RG-33/33L FOSOV• RG-33 HAGA• AUV• M-ATV	<ul style="list-style-type: none">• MaxxPro• Cougar• RG-31• RG-33• RG-33 HAGA• Caiman• M-ATV



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Joint Service Contract

Other DoD Services and other U.S. Government Agencies

- For other organizations using MRAP FOV systems
- Other DoD include Air Force, Navy, and USMC not otherwise designated in the basic contract
- Other U.S Government Agencies include e.g. State Department

Coalition Forces

- For Coalition Forces using loaned U.S. MRAP FOV systems



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MRAP FOV CLSS PRIMARY REPAIR

SITES

Contractor Logistics Sustainment Support (CLSS) Services Contract Primary Repair Sites (AOR)



Primary support for each vehicle fleet is provided by their respective program repair sites.

AI

Contractor Logistics Sustainment Support (CLSS) Services Contract also includes CONUS and OCONUS

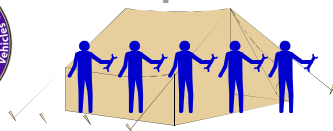
Support Sites



MRAP FOV CLSS Site Mission

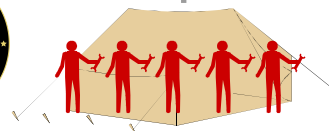
Overview

Contractor Logistics Sustainment Support (CLSS) Services Contract Site Support



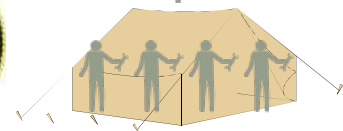
MRAP CLSS Mission

- Maintenance Labor Support (above Unit level)
- Parts through Army supply system (JLI)
- Regional Support Sites



RCV CLSS Mission

- Dedicated personnel for fleet maintenance & Logistics operations
- Requisition parts through SAMS -E if available in supply system, purchased by contractor if not available, determine local ASL/PLL
- Support Site development



SOCOM CLSS Mission

- Dedicated personnel for fleet maintenance & Logistics operations
- Requisition parts through SAMS -E if available in supply system, purchased by contractor if not available, determine local ASL/PLL
- Support Site development



Site Types & Capabilities

- **Regional Support Activity (RSA) - Large Site - MRAP**
 - Major repair sites for MRAP vehicles provide centers for sustainment and maintenance services
 - Logistics (supply support) provided by Joint Logistics Integrator (JLI)
- **Theater Support Center (TSC)/Hub - Large Site-RCV/SOCOM**
 - Field-level maintenance (Regional support) and Sustainment-level maintenance (major overhauls, depot level repairs)
 - Theater/Regional ASL, SAMS-2 Reporting
- **Maintenance Sustainment Center (MSC)/Node - Medium Site-RCV/SOCOM**
 - Field-level maintenance and Limited Sustainment-level maintenance (less major overhauls, depot level repairs)
 - Regional ASL / distribution hub
- **Field Service Facility (FSF)/Austere Operating Base (AOB) - Small Site - RCV/SOCOM**
 - Field-level maintenance, Capable of completing any repair however not to support complete reconstruction projects.
 - Tailored ASL
- Specific site locations can be found in Attachment 11, Manpower Utilization. SOCOM sites will be provided after award



Supply Sites

- **Kuwait Support Center (KSC) - RCV**
 - Transportation and Logistics Center
 - Major and secondary items are ordered, received, stored, and processed for delivery to locations within the AOR
 - Support retrograde operations, RESET/RECAP, and MWO applications.
- **MRAP Sustainment Facility in Kuwait and Joint Sustainment Supply Center in Afghanistan - MRAP**
 - Storage of repair parts, retrograde operations, MWO applications
 - Joint Logistics Integrator provides parts procurement , parts inventory management and warehousing (to include Production Load List/Authorized Stockage List (PLL/ASL) management)
- **SOCOM Kuwait Support Center - SOCOM**
 - SOCOM transportation and Logistics Centers.
 - Major and secondary items are ordered, received, stored, and processed for delivery to locations within the AOR.
 - Support retrograde operations and MWO applications



Site Types & Capabilities

- **CONUS (RCV/SOCOM)**
 - Provide maintenance and instructor support teams to:
 - Help service, De-process/Field, and repair training assets and other training equipment
 - Support will be by both mobile training teams and permanent staff support
- **OCONUS (RCV)**
 - Hohenfels, Germany: Pre-Deployment Training Support (PDTE) sites
 - Wianju, Korea: Pre-Deployment Training Support (PDTE) sites

Maintenance Flowchart



MRAP

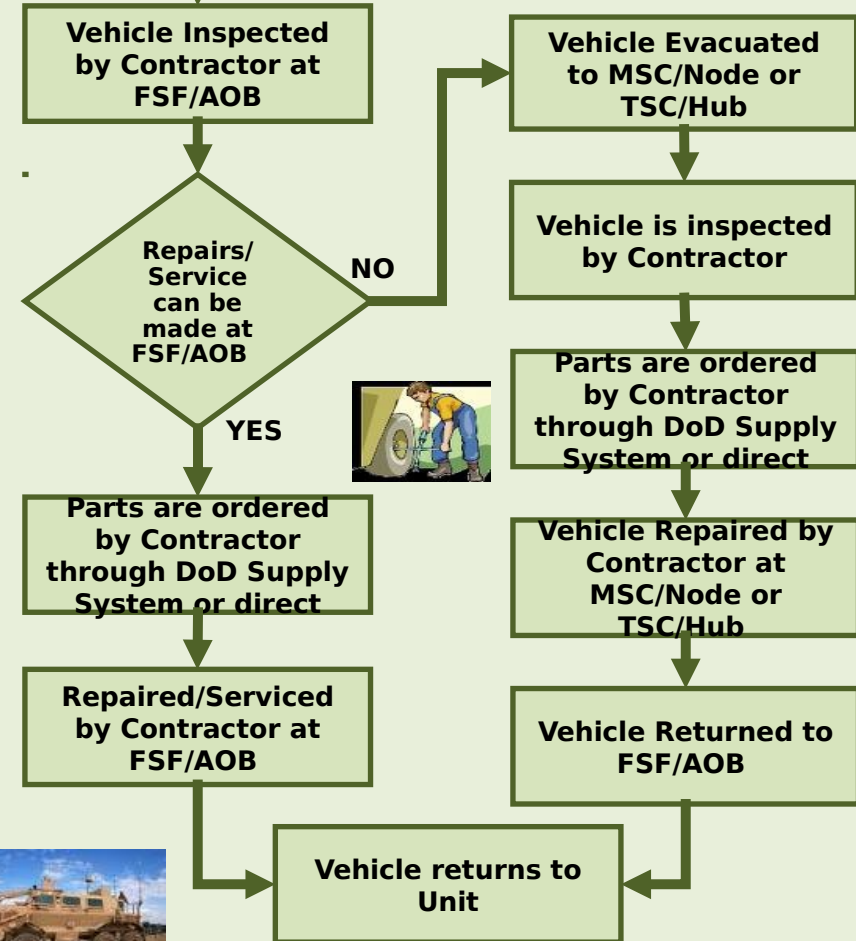
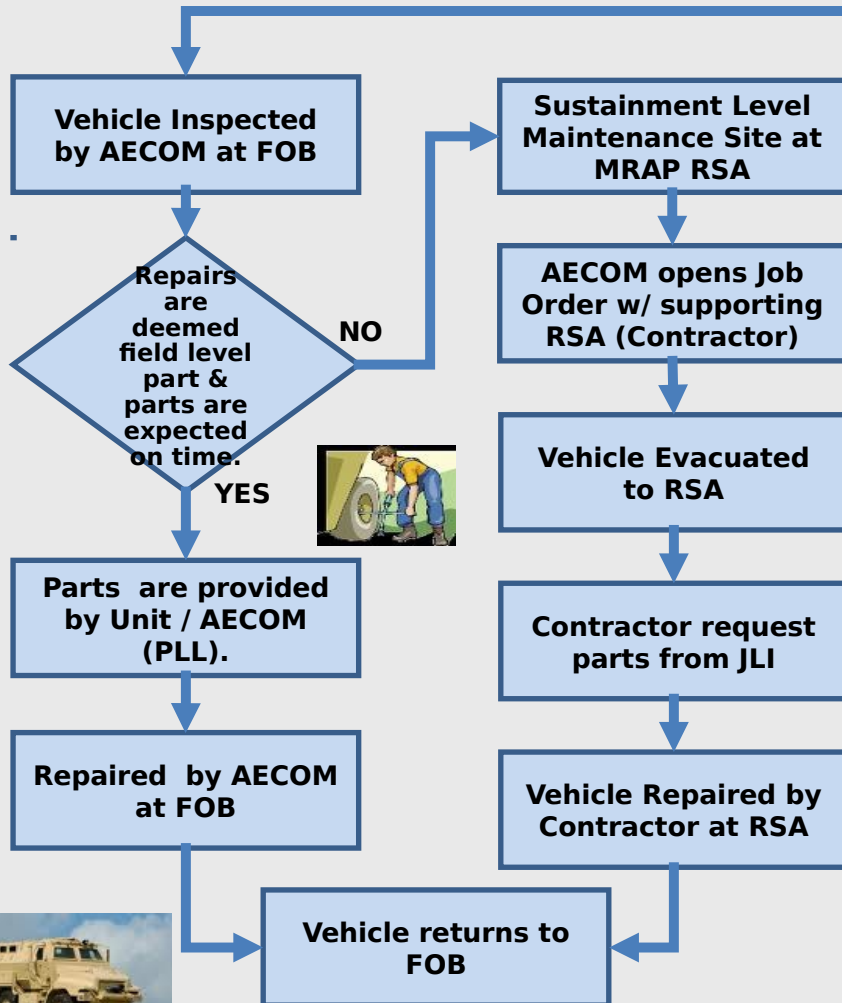
Vehicle
Requires
Repair/Service

RCV/SOCOM



MRAP Process Flow

RCV/SOCOM Process Flow



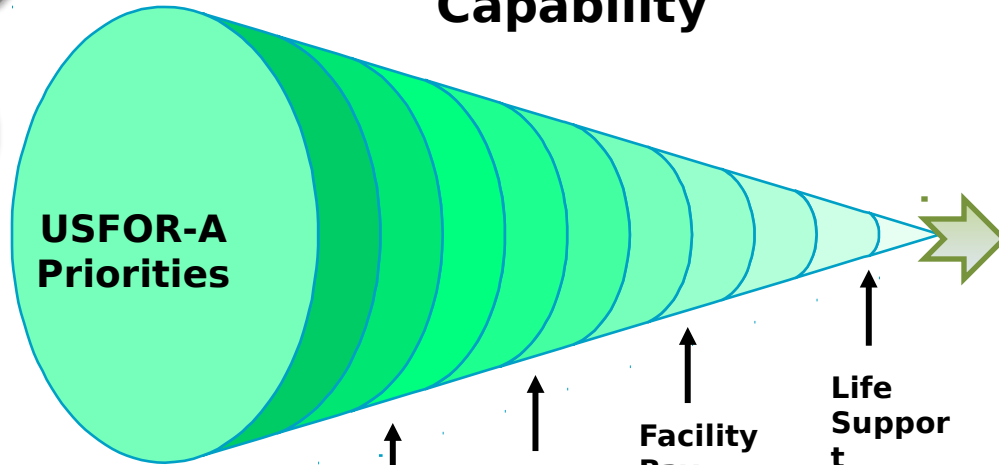
RSA: Regional Support Center
FOB: Forward Operating Base,
JLI: Joint Logistics Integrator, AECOM:

TSC: Theater Support Center (RCV) / Hub (SOCOM)
MSC: Maintenance Support Center (RCV) / Node (SOCOM)
FSA: Field Service Facility (RCV)/ AOB: Austere Operating Base (SOCOM)



Universal Workforce

Maximize Efficiency to Increase Capability



**USFOR-A
Priorities**

**Cost, Schedule,
and Flexibility
to Respond to
USFOR-A
Priorities**

Tools and
Parts
Availability

Workforce
Manpower

Storage
Space

Facility
Bay
Space

Life
Support

**Universal
Workforce**



CI (RWS,
TOW ITAS)

Sustain
Maint

BDR

RG-31
Suspension

Fielding

Deprocess

Dash ISS

RG-33
ISS

Bar
Armor

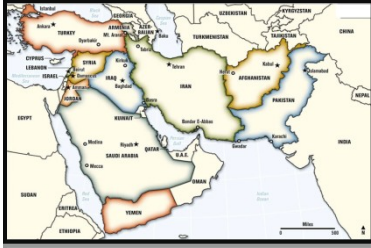
MATV
UIK

Cougar
ISS



Theater Operations - Universal Work Force

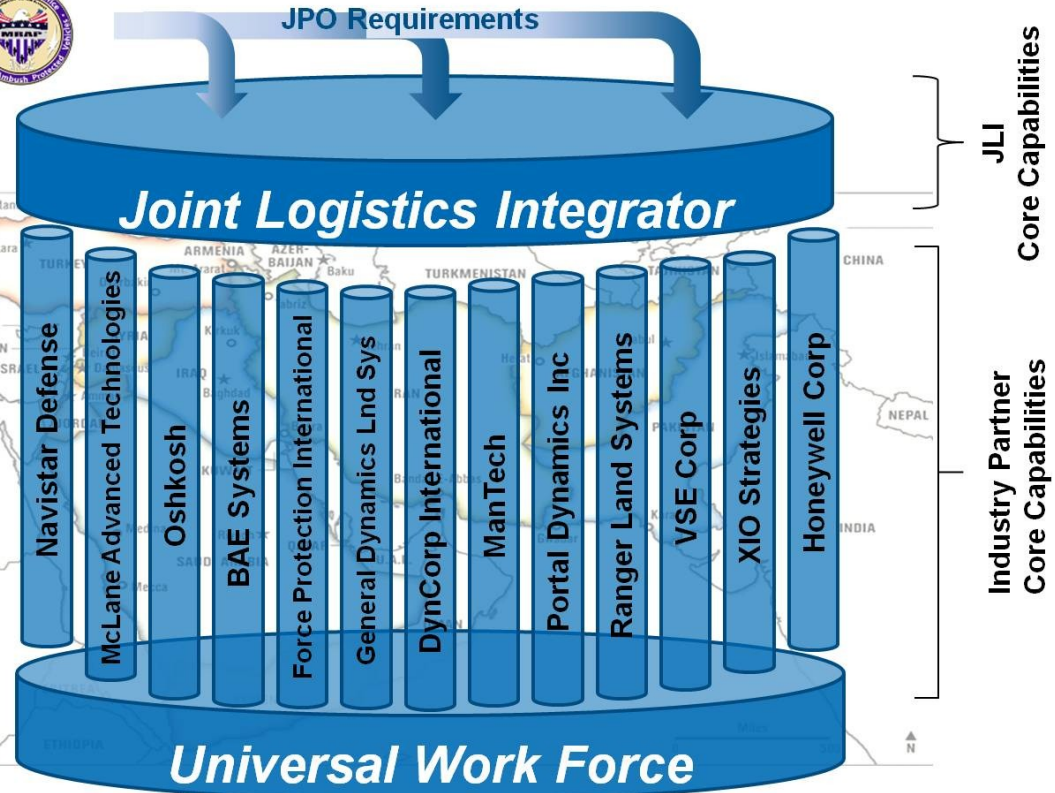
Theater



The Strategy



- **Focuses on strengths of the Team:** This allows each member of the Team to focus on their core capabilities; creates synergy
- **Responsibility:** Provides long-term visibility on potential challenges for new missions to support planning and coordination for new missions
- **Flexibility:** Structure is readily adaptable to new and frequent changes of mission (example: MEAP, Cougar ISS, Caiman Plus brakes, etc.)
- **Timely Response:** In-place workforce can be rapidly restructured to gain traction on new missions while additional measures are set in place (example: Army home station training, USMC "swingex" to OEF, etc.).
- **More cost efficient:** Transparency of an honest broker in partnership with Government leads increasing





CLSS Labor Categories

Labor Category	MRAP-U	CAC	Labor Category	MRAP-U	CAC
Heavy Equipment Mechanic	X	X	Sr. Management Specialist		X
Mechanical Technician	X	X	Supply Supervisor		X
Certified Welder		X	Supply Specialist		X
Certified Welding Inspector		X	BDAR Lead		X
Quality Assurance Technician		X	De-processing Lead		X
Quality Assurance Lead		X	Senior Field Service Representative (FSR, Sr.)		X
Shop Foreman		X	Senior Logistician		X
Maintenance Supervisor		X	Associate Mechanic		X
Senior Maintenance Supervisor		X	Management Specialist		X
Logistics Analyst		X	Project Manager		X
IUID Implementation Manager / Logistics		X	Transportation Specialist/HAZMAT Specialist		X

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Contract Work Schedule

- AOR Iraq & Afghanistan: 12 hours per day/7 days per week, to include on-call and after-hours responses if needed
- AOR Kuwait: 10 hours per day/7 days per week
- CONUS and OCONUS: 8 hours per day/5 days per week, to include on-call and after-hours responses if needed



Maintenance Support

Repair Standards: Fully-Mission-Capable

Systems and equipment that are safe to operate and have all mission-essential subsystems installed and operating properly as designated by applicable Army Technical Manuals or Commercial Manuals provided by the government.

	Route Clearance Vehicle	SOCOM	MRAP
Field Level Maintenance	<ul style="list-style-type: none">• Perform all Operator and Unit level services and Direct Support (DS) services. Replace the failed component, assembly, or module that returns the system to an operational status supporting the Tactical Commander's needs		
Sustainment Level Maintenance	<ul style="list-style-type: none">• Maintenance above the DS level to include General Support (GS) and/or Depot-level maintenance to equipment. Repairing components, assemblies, modules, and end items		
Battle Damage Assessment and Repair (BDAR)	<ul style="list-style-type: none">• BDAR uses emergency expedient repairs to return the system to fully or partially mission-capable status		



Supply Support

	Route Clearance Vehicle	SOCOM	MRAP
Battle Loss Equipment / Equipment Disposal	<ul style="list-style-type: none">• Vehicle disposition instructions from COR , transfer from the owning unit's PBUSE property book to AFSB for transfer to CONUS or to the nearest regional DRMO	<ul style="list-style-type: none">• Disposition instructions will be provided by the government but vehicles will remain on the owning unit's property book.	<ul style="list-style-type: none">• Vehicle disposition instructions from COR , transfer from the owning unit's PBUSE property book to AFSB for transfer to CONUS or to the nearest regional DRMO
Repair Parts Supply and Management	<ul style="list-style-type: none">• Primary ordered through the supply system (SAMS-E/AWRDS), procured through vendors is not available or excessive lead time through the supply system.		<ul style="list-style-type: none">• Service Kits, Repair & Service Parts provided as GFE
Managing Authorized Stockage List (ASL)	<ul style="list-style-type: none">• Contractor will maintain an ASL stock of common use/high demand items required to sustain the RCV/SOCOM fleet based on historical demand.		
Contractor source of supply	<ul style="list-style-type: none">• Contractor shall support unit requests for mission critical secondary items from the contractor's ASL/PLL		



Logistics Services

	Route Clearance Vehicle	SOCOM	MRAP
Transportation	<ul style="list-style-type: none">• Coordinate cargo shipments• Provide Logistics technicians at Support centers in the AOR, for material movement.• Database tracking process that captures OCONUS transportation data		
Material Integration and Modification	<ul style="list-style-type: none">• Technology Insertion & System Integration, Upgrade/Modification support, and Configuration Management• IUID Tagging & Tracking		
Packaging and Transportation	<ul style="list-style-type: none">• Packaging and preserving all stored or transported items not shipped or packed by the Government. Coordinate in/out-bound shipments.		



Logistics Services

	Route Clearance Vehicle	SOCOM	MRAP
De-processing and Fielding	<ul style="list-style-type: none">• Receipt, Inspection, Service upon Receipt, Prep for Issue & NET• Provide transportation management		<ul style="list-style-type: none">• Prep for Inspection, PMCS, Road Test
Retrograde	<ul style="list-style-type: none">• Prepare Class III, VII, and IX items for shipping IAW all shipping requirements. This includes the cleaning, wrapping, packaging, and shipping of spare parts and vehicle systems. Track retrograde material inter and intra-theater for material in the AOR		
Training	<ul style="list-style-type: none">• Planned On-the Job Training (OJT)		
	<ul style="list-style-type: none">• New Equipment Training (NET), RCV Only		
Facilities	<ul style="list-style-type: none">• Facilities upgrade to support mission needs		



Quality

	Route Clearance Vehicle	SOCOM	MRAP
Quality Program	<ul style="list-style-type: none">• Welding procedures IAW Government validate procedures (TB)• Quality Assurance Surveillance Plan (QASP)<ul style="list-style-type: none">• Defines Surveillance processes for each metric• Defines Ratings• Defines remedies for unacceptable performance• Product Quality Plans and Control Plans that define the steps necessary to ensure that the product meets the customer's needs and expectations		



Reporting Examples out of 34 Total CDRLs

	Route Clearance Vehicle	SOCOM	MRAP
Data Tracking and Reporting (Overview)	<ul style="list-style-type: none">• Web based Reporting• Vehicle Status / Operational Readiness (daily)• Supply Support (weekly)• Cost Report (monthly)• Transportation Reports (Monthly)• ASL/PBUSE Status (Quarterly)		
			<ul style="list-style-type: none">• MATV Rollup (daily)• QA Status (weekly)• MRAP BDAR Sustainment (Weekly)• Cost Reports (Monthly)
	<ul style="list-style-type: none">• Design Management Report (Monthly)• Personnel Status (weekly)• OPSEC Training (annual)• Army Contractor Manpower Reporting System (annual)		



POTENTIAL PWS REVISIONS

prior to final RFP release

- Update of GFM/GFE Listing
- Listing of Leased Facility/Equipment currently in use:
 - Current contractor is leasing facilities/equipment. A listing of this equipment will be provided
- Update Locations:
 - Additional locations anticipated (i.e. Okinawa), change in personnel quantity (i.e. decrease in Iraq)
- Update Vehicle Densities: USMC Husky vehicle may be added as a specific system supported:
 - Will have RCV level of support
- Security Clearance Requirements:
 - Revise language regarding use of TCNs for services that don't require a CAC card and can be charged as ODCs.
- IUID Compliance:
 - Add DFARS 252.211-7006 "Radio Frequency Identifications"



Contracting Overview

PRESENTER:

John Jolokai

Chief, Mine Protected Vehicles Contracting Group



Contracting Overview

- The MRAP FOV provides unique survivability characteristics and include the basic MRAP vehicle family used for:
 - Military Police
 - Convoy Escort and other missions
 - Route Clearance Vehicles (RCV)
 - United States Special Operations Command (USSOCOM) vehicles
 - U.S. Marine Corps (USMC) vehicles
 - Vehicles operated by the U.S. Air Force and Navy
- The MRAP FOV are operating in a dynamic, constantly changing environment. This wartime environment has greatly influenced our requirement, contract type, and acquisition strategy.
- Please note that significant security constraints have driven the need to require CAC cards (for all AOR employees), Security Clearances (for efforts related to SOCOM). These requirements have further influenced the contracting strategy



Contracting Strategy

- Cost Plus Fixed Fee (CPFF) Term Form also described as Level of Effort (LOE) was chosen as the predominate contract type for the following reasons:
 - Performance uncertainties and the likelihood of changes make it difficult to estimate performance costs in advance
 - The difficulty in which a realistic cost completion or firm fixed pricing standard could be developed
 - Historical Data does not exist to allow for meaningful cost completion fixed prices to be proposed
 - Even if Historical Data did exist it would not be predictive of future requirements
 - FPIF, CPIF, or any other contract type is not suitable for this procurement
 - A target cost could not be reasonably estimated in order to establish a target cost baseline upon which an incentive contract could be created
 - Constantly evolving requirements would make achievement of incentives extremely difficult
 - Only portion of Scope that can be segregated to FFP has been (Phase-in)
- ACC-WRN has gone to great lengths to create evaluation factors that will allow for a meaningful full and open competition while simultaneously addressing, through the non-Cost Price evaluation Factors, the risks likely to impact successful performance.



Contracting Strategy

- The Government is highly confident that we have selected a contracting strategy that maximizes competition, controls costs, and allows for the flexibility required to perform the mission.
- As part of Industry Day we welcome any feedback or comments related to our strategy.



Contracting Overview

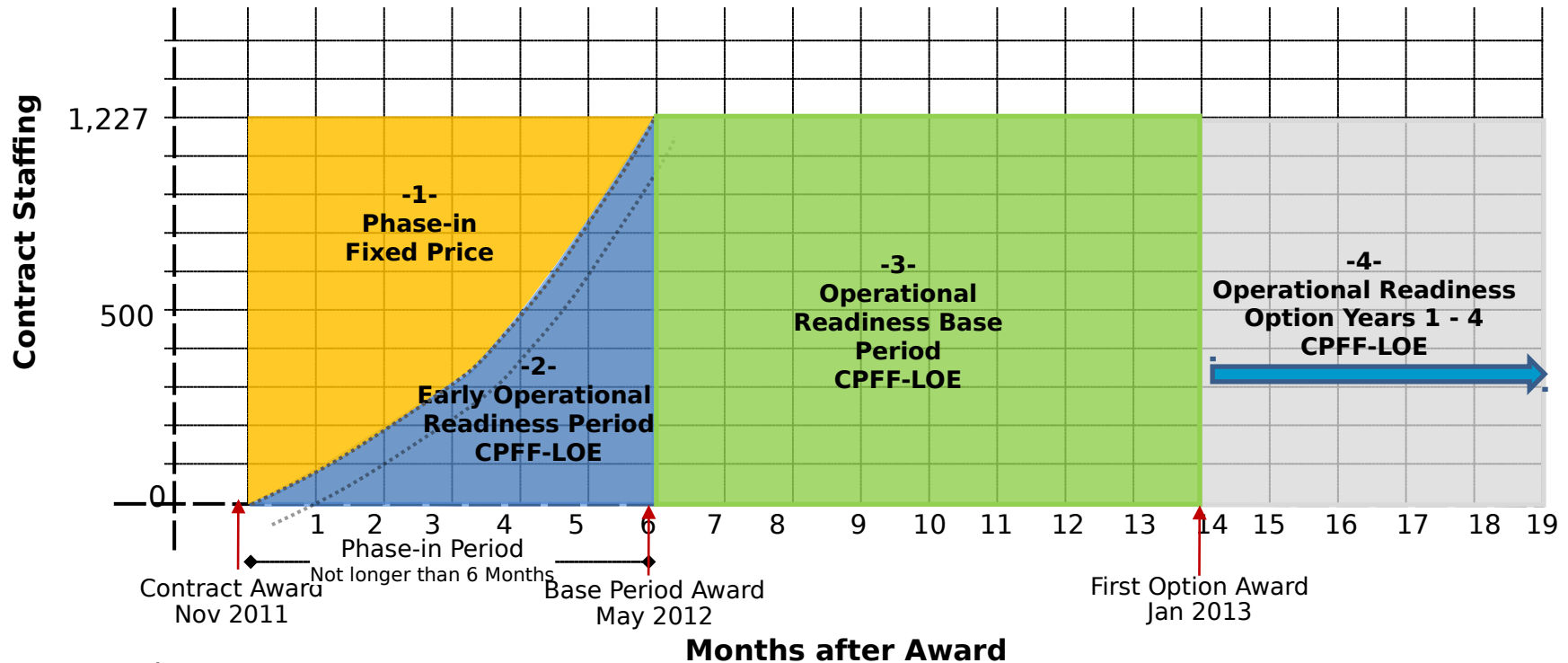
- Contract Type:
 - The Contract will include both Firm Fixed Price and Cost Plus Fixed Fee CLINs
 - Specifically, the Phase-in CLIN will be Firm Fixed Price; All Contractor Logistics Sustainment Support Operational Readiness CLINs will be Cost Plus Fixed Fee Level of Effort (LOE)
 - The Operational Readiness effort will be in accordance with the PWS and Work Directives detailing number of hours, labor categories and site locations
- The contract will be a 5 year effort which include:
 - Phase-in: 6 months
 - Early Operational Readiness: Overlaps with Phase-in
 - Operational Readiness- Base Period: 8 Months
 - Operational Readiness Option Periods 1-3: 12 months (each option)
 - Operational Readiness Option Period 4: 10 months
- The Phase-in and Early Operational Readiness listed above are described as follows:
 - Phase-in Period (FFP): This period begins at contract award shall not exceed 180 days after award. Phase-in is the effort required to provide the necessary personnel to the locations specified in the RFP and should include all costs necessary to complete the Phase-in requirements defined in the PWS



Contracting Overview

- Early Operational Readiness (EOR)
 - The solicitation allows Offerors to propose EOR prior to the end of the 180 day Phase-In period
 - EOR allows for the contractor to begin performing all tasks as outlined in the PWS that are not related to the Phase-in scope of work
 - The personnel required to Phase-in, and if proposed, begin performing under EOR, do not have to be proposed to all begin EOR on one date
 - The transition of personnel from Phase-in to EOR can occur on a rolling basis subject to the limitations found in the RFP
 - EOR begins after the handoff/transition from the current contractor employee is complete (1 day handoff for MRAP, 7 Days for SOCOM/RCV)
 - As Phase-In is completed for each employee and EOR (or Operational Readiness if EOR is not proposed) begins , the contract type will be transitioned for that employee from the FFP Phase-in to a Cost Plus Fixed Fee Term Form, also described as a Level of Effort, (CPFF LOE) arrangement
- After EOR is completed, Operational Readiness begins
 - Full effort as required by the PWS and Work Directives with entire contractor personnel in place

Graphical representation



-1- Phase-In

- Firm Fixed Price
- Period Complete When All Employees (1227) In Place To Begin Work
- Contractor Proposes Time To Complete, Not To Exceed 180 Days After Contract Award

-2- Early Operational Readiness Period

- Cost Plus Fixed Fee - Level of Effort
- Period Begins based on Contractor proposal And Ends 180 Days After Contract Award

-3- Operational Readiness Base Period

- Cost Plus Fixed Fee - Level of Effort
- Base Period Begins 181 Days After Contract Award and lasts 8 Months

-4- Operational Readiness Option Years 1-4

- 1st Option Year Begins 14 Months after contract award
- Option Periods: Three 12-Month periods followed by one 10-Month option period



Contracting Overview

- Phase-in Constraints:
 - The contractor will face constraints in its ability to phase-in employees to the AOR
 - These constraints relate to the ability to timely process significant quantities of personnel through the activities in order to support the 180 day Phase-in
 - These constraints include:
 - Security Clearances and Common Access Card (CAC)
 - MRAP University throughput constraints
 - Specific MRAP-Information
 - CONUS Replacement Center (CRC)
 - Government transportation throughput constraints
 - Housing In-Theater
 - Phase-in Overlap
 - Foreign Nationals (FN), Local Nationals (LN) and Third Country Nationals (TCN)
 - Performance Locations
- A maximum quantity of 32,280,360 Level of Effort deliverable hours are available to be awarded over the life of the contract (All periods to include EOR, OR and OR option periods)



Contracting Overview

- Performance Locations:
 - The locations where services will be provided under this contract have been broken into three worldwide geographical areas:
 - AOR (Area of Responsibility): Iraq, Afghanistan, and Kuwait (at award of contract the predominance of the work will be in the AOR).
 - CONUS (Contiguous United States): Alaska and Hawaii are considered OCONUS
 - OCONUS (Outside CONUS): with the exception of the AOR as defined above (current known OCONUS locations are Germany and Korea)



Contracting Overview

- Contract Performance Metrics

Performance Objectives		Performance Standard PWS Para	Acceptable Quality Level (AQL) Performance	Method of Surveillance
1	Maintain vehicle systems at Fully Mission Capable (FMC) status for the fleets operating in Iraq, Kuwait, and Afghanistan. [All MRAP FOV]	C.1.15	Maintain not less than a 90%	Based on Monthly Report
2	All vehicles returned to the government will be in compliance to the repair standards of this PWS [All MRAP FOV]	C.1.12.3	Maintain not less than 95%	Random Inspection
3	Minimize Repair cycle times (RCT) for vehicles submitted for maintenance [All MRAP FOV]	C.1.8.3	Maintain a cycle time for repair and return of not more than 15 days over a 60 day time period	Monthly Based on Report
4	Purchase Order Wait Time [RCV and SOCOM only]	C.1.14.5.1.5	Purchase order wait time does not exceed a 30 day average (measured over a 90 day period)	Monthly Based on Report
5	Vehicle Systems Returned for Faulty Repair [All MRAP FOV]	C.1.12.1.2.4	No more than 5% of the systems repaired (non-battle damage) will be returned for the same fault within 200 hours of operation.	Monthly Based on Report
6	Return to Stock [RCV and SOCOM only]	C.1.8.4	Class IX reparable components replaced during repairs will be repaired and returned to stock or turned in for disposal within 90 days of removal 95% of the time.	Monthly Based on Report



Contracting Overview

- Important Considerations:
 - Phase-in period is 180 days. However offerors may propose to phase-in earlier than 6 months to commence Early Operational Readiness during the 180 day phase in period
 - Work will be located principally at Government sites (all efforts in the AOR will be performed at Government locations)
 - All facilities and equipment, transportation to and within the AOR, housing in the AOR, and meals in the AOR will be provided by the Government
 - All service kits, repair parts and service parts needed for repair of an MRAP vehicle will be provided to the contractor as GFE.
 - For RCV and SOCCOM Repair Part requisitioning will be accomplished through normal Army supply channels as a mandatory first preference
 - Payment of fee for the LOE deliverable hours shall occur in accordance with FAR 52.216-8 and 52.232-20 and the provisions listed in B.4.1 and H.13 of the draft RFP. No Fee will be applied to Material, Travel and Other Direct Costs



Contracting Overview

- Important Considerations (continued)
 - All employees require at least a Favorable Background Clearance; work in USSOCOM areas and on USSOCOM vehicles require Interim Secret clearances
 - All Labor Categories shown in Attachment 8 require a Common Access Card (CAC)
 - For each labor category there are minimum position qualifications (attachment 8)
 - Mechanics must complete training at MRAP University or receive a Government waiver
 - In the AOR, the contractor shall perform services 12 hours per day/7 days per week in Iraq and Afghanistan, to include on-call and after-hours responses if needed to accomplish the mission
 - The contractor shall perform services 10 hours per day 7/days per week in Kuwait
 - In CONUS and OCONUS, the contractor shall perform services 8 hours per day/5 days per week to include on-call and after-hours responses if needed to accomplish the mission
 - Note that certain attachments to the RFP have limited distribution and/or export controlled statements in accordance with DoD Directive, Distribution Statements on Technical Documents.



Contracting Overview

- Additional information related to this RFP may be found at the following two websites (Please note that both websites should be reviewed as they both contain pertinent but different information)
 - The link to the FBO website is the following:
—<https://www.fbo.gov/notices/7e4608bf7a4a11216b1fe5c69b6cf7cb>
 - The link to the PROCNET website is the following:
—http://contracting.tacom.army.mil/majorsys/mrap_cls/contractorlogisticsustainmentsupport_cls2.htm
- Note: Export Controlled/Distribution D Attachments to the RFP are posted to the FBO website and require submission of a Nondisclosure Agreement (NDA) and explicit access. A copy of the NDA and guidance on obtaining explicit access can be found at the TACOM PROCNET website shown above.



COMPETITIVE SOURCE SELECTION

PRESENTER:

John Jolokai
Chief, Mine Protected Vehicles Contracting Group



Source Selection Process

Source Selection Authority

- The Source Selection Authority (SSA) is the official designated to direct the source selection process and select the Offeror for contract award

Source Selection Evaluation Board (SSEB)

- An SSEB has been established by the Government to evaluate proposals in response to this solicitation
- The SSEB is comprised of technically qualified individuals who have been selected to conduct this evaluation in accordance with the evaluation criteria listed for this solicitation
- Careful, full, and impartial consideration will be given to all proposals received pursuant to this solicitation



M.1 BASIS FOR AWARD

- Based on the criteria set forth in Section M of this RFP, the Government intends to award one contract to the responsible offeror whose proposal, as determined by the Source Selection Authority, represents the best value to the government
- The best value will be determined on a Source Selection Trade-off basis considering Cost/Price and Non-Cost/Price Factors
- The Government reserves the right to make no award if, upon evaluation, none of the proposals are deemed to meet the requirements at an acceptable level of risk or cost/price



M.2 Rejection of Offerors

The circumstances that may lead to the rejection of a proposal are:

a. The proposal fails to meaningfully respond to the Proposal Preparation Instructions specified in Section L of this solicitation

Examples of failure to meaningfully respond include:

i. When a proposal merely offers to perform work according to the RFP terms or fails to present more than a statement indicating its capability to comply with the RFP terms and does not provide support and elaboration as specified in Section L of this solicitation.

ii. A proposal fails to provide any of the data and information required in Section L.

iii. A proposal provides some data but omits significant material data and information required by Section L.

iv. A proposal merely repeats the contract Performance Work Statement without elaboration.

b. Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform the RFPs requirements due to submission of a proposal which is unrealistically high or low in cost and/or price and/or unrealistic in terms of technical or schedule commitments.

c. Contains any unexplained significant inconsistency between the proposed effort and cost/price, which implies the offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract.

d. Is unbalanced as to cost and/or price. An unbalanced offer is one which is based on costs and/or prices significantly high or low for one given period versus another period. There must be a direct relationship between the effort expended and its cost and/or price for each basic and option year.

e. Is unaffordable.

f. Offers a product or service that does not meet all stated material requirements of the solicitation.



Evaluation

- The evaluation will be conducted on the following four evaluation Factors: Phase-in, Cost/Price , Past Performance and Small Business Participation. In selecting offeror(s) for award, the Government will weigh the evaluated proposal in the non-Cost/Price Factors against the evaluated cost/price to the Government
- As part of the source selection tradeoff determination, the relative risks, strengths and/or weaknesses of each proposal shall be considered in selecting the offer that represents the best overall value to the Government



Discussions

M.3.4 Discussions:

- This RFP includes FAR Provision 52.215-1 Instructions to Offerors - Competitive Acquisition (Alternate I) in Section L which advises that the Government intends to conduct discussions with Offerors who are in the Competitive Range
- Since written and oral discussions are limited prior to any competitive range determination (FAR 15.306 (c)), it is vitally important that the Offeror's initial proposal be complete and comprehensive.
- PLEASE Fully comply with the proposal instructions. If you do not understand something, ask the Contracting Officer



Section M Security Clearance

- M.8 Facility and Information Assurance Clearance
- Requirement for Facility Clearance (SECRET). Portions of the information on this program will be classified, so in order to be considered for award, offerors must have a current and existing SECRET Facilities and Information Assurance Clearance.
- Offerors must submit documentation indicating their facility and information assurance system has been granted a SECRET clearance or must submit a document indicating that their subcontractors has obtained the necessary clearance in order to be considered for award.
- If meeting the security clearance requirements by means of a subcontractor, the prime contractor must also submit a written agreement with the subcontractor to perform the classified work. Offerors without a security clearance will not be able to discuss key aspects of the program, which are classified, with their subcontractor. A prime contractor meeting the security requirement by arrangement with a subcontractor may subsequently apply for their own security clearances. Once the prime receives their own clearances, the Government and their sub-contractor would then be able to share the classified information with them.



M.3.7 Relative Importance of Evaluation Factors:

- Phase-in is more important than Cost/Price. Cost/Price is significantly more important than Past Performance. Past Performance is significantly more important than Small Business Participation.
- Taken together, Phase-in and Past Performance and Small Business Participation are significantly more important than Cost/Price.



FAR 15.101-1 Tradeoff Process Evaluation Factors Relative Importance



Taken Together, Phase-in and Past Performance and Small Business Participation are Significantly More Important Than Cost/Price

UNCLASSIFIED



M.3.8 Importance of Cost/Price:

- All the factors contained in each proposal will be evaluated. However, the closer the Offerors' evaluations are in the Non-Cost/Price Factors, the more important the cost/price becomes in the decision. Notwithstanding the relative order of importance of the Evaluation Factors (M.3.7), Cost/ Price may be controlling when:
 - a. Proposals are otherwise considered approximately equal non- cost/price factors; or
 - b. An otherwise superior proposal is unaffordable; or
 - c. The advantages of a higher rated, higher cost/price proposal are not considered to be worth the cost/price premium



Phase-in Section M

- M.4.1 The Government evaluation under the Phase-in Plan Factor will assess the risk of the offeror's proposed Phase-in Plan timely and credibly meeting the 180 day Phase-In requirement of C.1.1.4. An offeror's proposing of Early Operational Readiness may reduce the risk of timely meeting Phase-In requirements. The Government evaluation of proposals will consider the Program Constraints and Assumptions identified in Paragraph L.3.4 of this RFP.



Phase-In Section L

- Volume II-Evaluation Factor 1: Phase-In Plan
 - L.3.1 The Phase-in Plan Factor proposal will address the Offeror's proposed approach to meeting the Phase-in requirements
 - L.3.3.2. The Phase-in Plan shall include the management resources, structure and execution strategy for oversight and management of the Phase-in effort. The Offeror shall address the plan to hire personnel listed on the Staffing Matrix (L.3.3.1). The Offeror's Phase-in Plan shall describe all key processes, activities and events necessary to ensure a timely Phase-in
 - L.3.1.1 Early Operational Readiness (EOR) Period: Early Operational Readiness period is operative only when an Offeror proposes to commence performance of the non-Phase-in scope of work, for one or more of the labor categories prior to the end of the 180 day Phase-in period



Phase-In Section L

- Volume II-Evaluation Factor 1: Phase-In Plan
 - Early Operational Readiness (EOR) Period (continued)
 - As such, and if proposed, the EOR period will overlap in whole or in part with the Phase-in period
 - If EOR is proposed, the beginning of this period is defined by the Offeror and represents the 1st day an employee filling staffing position has arrived at their duty location and completed the transition with the incumbent personnel
 - If proposed, EOR will end 180 days after Contract Award, at the same time the Phase-in period ends



Phase-In Section L

- Early Operational Readiness (EOR) Period (continued)
 - Offerors are limited in how they may propose Early Operational Readiness Specifically, for each Iraq and Afghanistan site locations (with the exception of Bagram and Kandahar)
 - Offeror must propose that all positions listed in the Manpower Utilization (Attachment 11) at each of the individual sites, have the same EOR commencement date.
 - For the Bagram and Kandahar site locations only, all EOR must occur within a 30 day window
 - For positions in CONUS and OCONUS shown in Attachment 11, Manpower Utilization the Offeror must propose that all positions within each country (and U.S.) have the same EOR commencement date
- Operational Readiness (OR) Base Period: This eight (8) month period begins at the end of the Phase-in Period (181 days after award)
- Operational Readiness (OR) Option Periods: This period begins after the Operational Readiness Base Period ends and covers four option periods: three 12 month option periods, and one 10 month option period
- L.3.3.3. Phase-in Plan shall also address the transfer of Government Furnished Equipment (GFE)/Government Furnished Material (GFM) from the incumbent



Phase-In Section L

- Volume II-Evaluation Factor 1: Phase-In Plan
 - L.3.4.6 Phase-in Overlap
 - Once the Offeror arrives at the performance location there will be an overlap with incumbent personnel during which incumbent personnel and the Offeror's personnel will be working on the same program
 - This overlap applies to all performance locations and will ensure there are no disruptions in service
 - The overlap will be for 1 day at MRAP performance locations and 7 days at RCV and SOCOM performance locations
 - L.3.4.7 Foreign Nationals (FN), Local Nationals (LN) and Third Country Nationals (TCN)
 - The Offeror is cautioned that use of FNs, LNs and TCNs will be constrained due to various requirements contained in the PWS, such as, but not limited to:
 - ITAR compliance, SOCOM requirements, Security provisions, CAC Cards, MRAP Security Classification Guidance and MRAP-U attendance



Phase-In Section L

- Volume II-Evaluation Factor 1: Phase-In Plan
 - L.3.4.8 Performance Locations
 - The breakout of personnel required by site for the Phase-in period is listed in the Manpower Utilization attachment. The specific SOCOM sites are classified and will be provided to the successful Offeror at the time of award



Section L and M Cost/Price

- For presentation purposes Section L/M Cost Price will be discussed last.
- Please note that this does not reflect the relative importance of the evaluation factors



Section M Past Performance

- M.6 EVALUATION FACTOR 3: PAST PERFORMANCE
- M.6.1 The Past Performance Factor will assess the risk probability the Offeror will not meet contract technical, schedule and cost estimating requirements based on the recent and relevant contract performance as it relates to the Offerors proposed solution to meet the MRAP CLSS contract requirements.
- M.6.2. Unknown Risk: Offerors without a record of relevant Past Performance, upon which to base a meaningful performance risk prediction, will be rated as Unknown Risk, which is neither favorable nor unfavorable.



Competitive Source Selection

- Volume IV-Evaluation Factor 3: Past Performance
 - L.5.1.1 For the Past Performance Factor, provide information on recent and relevant contracts for (i) you, and (ii) your proposed Subcontractor(s)
 - The Offeror shall only submit a grand total of up to six (6) recent and relevant contracts
 - The Offeror shall only submit those recent and relevant contracts for itself and its Subcontractor(s) for efforts that it proposes to be performed by the Offeror and its Subcontractor(s) on the MRAP FOV CLSS effort
 - Recent includes performance of contracts occurring within approximately three (3) years of the date of issuance of this RFP
 - The Offeror shall briefly describe the specific work activity to be performed by itself, as the prime Offeror, and by each of its significant partners/subcontractors/teammates



Section L Past Performance

- Volume IV-Evaluation Factor 3: Past Performance
 - L.5.1.1
 - Relevant past performance includes any of the following scope of work activities that have a magnitude and complexity similar to the MRAP FOV CLSS requirements:
 - a) Deployment to and Operations in the same or similar Work Locations as for those to be serviced under this effort for 300 or more employees
 - b) Field Level Maintenance
 - c) Sustainment Level Maintenance
 - d) Battle Damage Assessment and Repair (BDAR)
 - e) Repair Parts Supply and Management



Section L Past Performance

- Volume IV-Evaluation Factor 3: Past Performance
 - L.5.1.3 Past Performance Questionnaire
 - L.5.1.4 Submission of past performance matrix of the references to whom the Offeror sent the past performance questionnaires
 - L.5.2 Cancellations or Terminations
 - Identify any contract(s) which have been terminated or cancelled for any reason since 1 January 2008, in whole or in part, to include those currently in the process of termination and state the reason for the cancellation/termination



Section M Small Business

M.7 EVALUATION FACTOR 4: SMALL BUSINESS PARTICIPATION

M.7.1 The Government will evaluate the extent of first tier small business participation in terms of the percentage of total subcontracted dollars that the Offeror credibly proposes to subcontract to U.S. small business (SB) concerns in the performance of the contract. For the purpose of this evaluation, the extent of Offeror (or joint venture partner/teaming arrangement) participation in proposed contract performance, where the Offeror is a U.S. small business concern, for the NAICS code applicable to this solicitation, will also be considered small business participation.

M.7.2 The evaluation will consist of the following:

a. The extent to which the proposal identifies participation by U.S. small business concerns to achieve the Governments goals listed below for SB and SDB subcontracting (to include, as described above, the participation of the Offeror if it is a U.S. small business concern). The extent of participation of such concerns will be evaluated in terms of the percentage of the total subcontract dollars (to include, as described above, the extent of participation of the Offeror if it is a U.S. small business concern). The Governments subcontracting goals for small business participation are:

31.7% for SBs (TACOM LCMC goal FY11)

5.0% for SDBs (TACOM LCMC goal for FY11).

b. An assessment of the probability that the Offeror will achieve the levels of small business participation identified in the proposal.



Section L Small Business

- Volume V-Evaluation Factor 4 : Small Business Participation
 - L.6.1 Utilization of Small Business as First Tier Subs
 - ALL Offerors, including Offerors who are themselves U.S. small business concerns are to identify the extent to which U.S. small business concerns will be utilized as first-tier subcontractors in the performance of this proposed contract
 - L.6.3 Small Business Amounts
 - ALL Offerors shall address anticipated U.S. small business concern participation and subcontracting based on the Offeror receiving a base contract period and four option periods ((3) 12 month option periods, and one (1) ten (10) month option period))
 - L.6.3.1 For the base contract and each option the Offeror shall provide information for small business participation and subcontracting in the Small Business Participation Table template



Section L Small Business

- Volume V-Evaluation Factor 4 : Small Business Participation (continued)
- L.6.3.1 Guidance for filling in the Small Business Participation Table template
 - Include 1st tier subcontractors only
 - Percentages should be rounded to the nearest tenth of a percent
- L.6.4 Small Business List
 - ALL Offerors shall provide the names and locations of small business concerns (including the Offeror if a small business concern) who would participate in the accomplishing the proposed contract; the small business classification of each U.S. small business concern, a short description of the specific services to be provided by each small business concern; and the estimated total dollars for each service or product
 - L.6.4.1 If the Offeror IS NOT a U.S. small business concern and must submit a Small Business Subcontracting Plan under this solicitation, in accordance with FAR 52.219-9, the Small Business Subcontracting Plan shall be consistent with the Offeror's Small Business Participation Proposal information



Section L Small Business

- Volume V-Evaluation Factor 4 : Small Business Participation (continued)
 - L.6.4.3 Compliance with FAR 52.219-9: Offerors which are both:
 - Other than U.S. small business concerns (as defined by the North American Industry Classification System (NAICS) code applicable to this solicitation) and;
 - Have had prior contracts requiring the submission of a Small Business Subcontracting Plan in accordance with FAR 52.219-9are to provide a description of their performance in complying with the requirements of FAR 52.219-9
 - L.6.4.4 Approach to meeting FAR 52.219-8:
 - Offerors which are either U.S small business concerns, or other than U.S. small business concerns having had no prior contracts requiring a Small Business Subcontracting Plan in accordance with FAR 52.219-9 shall substantiate their proposed approach to meeting the requirement of FAR 52.219-8



Section M Pricing

- M.5.2 The Cost/Price proposal will be evaluated for reasonableness and realism as follows:
- M.5.2.1 Reasonableness (applies to both Firm Fixed Price and Cost Reimbursement CLINs): The Government shall evaluate the reasonableness of the offeror's proposed costs and prices, to include fee/profit. A cost/price is reasonable if, in its nature and amount, it does not exceed that which would be incurred by a prudent person in the conduct of competitive business.
- M.5.2.2 Cost Realism (Cost Reimbursement CLINs only): The Government shall evaluate cost realism by independently reviewing and evaluating the specific elements of the Offeror's proposed cost estimates to determine whether the costs accurately reflects the Offeror's proposed effort to meet contract requirements. The result of the realism evaluation will be a determination of the most probable cost to the Government of performance for the Offeror. The most probable cost may differ from the proposed cost. The most probable cost, rather than the proposed cost, shall be used in the trade-off evaluation to determine best value. The most probable cost will be determined by adjusting the Offeror's proposed cost to reflect any additions or reductions to cost elements to realistic levels based on the results of the cost realism analysis.



Section L Pricing

- In accordance with the Solicitation, the Offeror is to provide the following:
 - Offeror's Cost/Price proposal
 - Government standardized pricing spreadsheets (Attachments 12 and 13)
 - Road Map detailing the translation of the Contractor formatted proposal to the Government standardized spreadsheets
- Labor Categories for EOR and OR are established by the Government and are fixed and not subject to change



Section L Pricing

- L.4.2.1.1 The Offeror's Cost/Price proposal shall include the following:
 - Provide spreadsheets showing the proposed costs for each CLIN (as defined in Section B of the RFP).
 - Each Spreadsheet shall be organized by cost element (i.e. Direct Labor, Subcontracts, Material, Travel, Other Direct Costs, Overhead/Indirect, Fee, etc.) time phased by quarter and sub-totaled by calendar year.
- If the offeror proposes Danger Pay Allowance, Post Hardship Differential, Fringe, Defense Base Act Insurance, or Supplemental War Hazard Insurance as ODC, then these amounts should be added to the ODC amounts shown in ODC (Prime) for their proposal. Even if the Offeror proposes Danger Pay Allowance, Post Hardship Differential, Fringe, Defense Base Act Insurance or Supplemental War Hazard Insurance as an ODC, those costs must be captured on the EOR and OR labor worksheets in Attachments 12 and 13.



Section L Pricing

- L.4.2.2 The Offeror's Road Map shall include the following:
 - Translation from Offerors proposed costs (L.4.2.1) from the spreadsheets described in L.4.2.1 to the Government provided spreadsheets (Attachment 12 and Attachment 13)
 - The prime contractor shall complete the spreadsheets shown in Attachment 12. Each subcontractor providing deliverable hours shall complete Attachment 13.
 - The prime and all subcontractors proposing LOE deliverable hours shall provide the calculations showing the translation of the Offerors proposed costs from the spreadsheets described in L.4.2.1 to the Government provided spreadsheets (Attachment 12 and Attachment 13).



Section L Pricing

- L.4.2.3 Government Standardized Spreadsheets: Offerors shall complete Government Standardized spreadsheets (Attachment 12 and 13).
- Instructions on how to complete Attachment 12 and 13 spreadsheets can be found below and in Attachment 12 and 13, worksheet tab labeled Worksheet Instructions.



Section L Pricing

- For proposal preparation purposes please consider the following:
 - The Government has provided the direct material, ODCs, travel for the EOR and OR periods. There should be no input other than associated overheads related to these cost elements
 - The contractor shall not propose any material for the Phase-in period as all necessary tooling, and parts will be Government furnished
 - There are a total of 10 possible add-ons to the labor rates proposed for EOR and OR
 1. Danger Pay Allowance (a.k.a Hazard Pay)
 - 2 Post Hardship Differential (a.k.a. Isolation Pay)
 3. Fringe
 4. AOR Overhead
 5. OCONUS Overhead
 6. CONUS Overhead
 - 7 G&A
 8. Defense Base Act Insurance Premium
 9. Supplemental War Hazards Insurance Premium
 10. Facilities Capital Cost of Money (FCCM)



Section L Pricing

- For proposal preparation purposes please consider the following:
- The Offeror shall submit a comprehensive analysis of the total compensation (Base Labor plus Escalation plus Fringe plus Danger Pay plus Hazard Pay) proposed for each labor category in each period and location.
- The hours input by both prime and subcontractors on the Phase-in Labor worksheet in Attachment 12 and 13 shall equal the hours the contractor has input in Attachment 10, Staffing Matrix (Column V entitled #of hours in Phase In).
- The hours input by both prime and subcontractors on the EOR Labor worksheet in Attachment 12 and 13 shall be equal to the hours that are automatically calculated in Attachment 10, Staffing Matrix (Column X entitled # of hours in EOR).
- The hours input by both prime and subcontractors on the OR worksheets shall equal the LOE hours provided by the Government in the RFP. The Requirement check worksheet (Attachment 12) will verify that the hours proposed for both prime and subcontractor labor do not differ from the Government's required LOE hours.



Section L Pricing

- For proposal preparation purposes please consider the following:
- Should the Offeror (to include both the prime Offeror and any subcontractors providing deliverable hours) include Administrative and Clerical effort under the Direct Labor Category rather than as an Indirect Cost, the hours allocated for Administrative and Clerical and subcontractor Administrative and Clerical hours shall be proposed in addition to the required LOE hours.
- For the Offerors Cost/Price proposal, if the offeror proposes Danger Pay Allowance, Post Hardship Differential, Fringe, Defense Base Act Insurance, or Supplemental War Hazard Insurance as ODC, then these amounts should be added to the ODC amounts shown in the ODC (Prime) worksheet for their proposal. Even if the Offeror proposes Danger Pay Allowance, Post Hardship Differential, Fringe, Defense Base Act Insurance or Supplemental War Hazard Insurance as an ODC, those costs must be captured on the EOR and OR labor worksheets in Attachments 12 and 13.



Section M Pricing

- M.5.1 The Cost/Price Factor evaluation will assess the total evaluated Cost/Price to the Government.
- The total evaluated Cost Price will include the sum of (a) the proposed Firm Fixed Priced CLINs, and (b) the most probable cost to Government for all Cost Reimbursement CLINs based on an assessment of cost realism.



Pricing Workbook

PRESENTER:

Sally Petrous

Senior Pricing Analyst

Army Contracting Command, Warren



Pricing Workbook

Electronic Proposal:

- For the Cost/Price Factor Volume, spreadsheet documents must be submitted in Microsoft Excel 2003/2007
- Submit a live, unprotected file that includes all formulas, macros, and computations that calculate out to the proposed amounts.
- Printed or scanned images of spreadsheets, files containing only values, or "read only" files are not acceptable.



Pricing Workbook

What the Offeror is to Provide?

- L.4.2.1 Offeror's Proposal
- L.4.2.2 Roadmap (translation documents)
- L.4.2.3 Completed Government Standardized Spreadsheets



Pricing Workbook

- **ROAD MAP TRANSLATION DOCUMENTS:** The prime and all subcontractors proposing deliverable hours shall provide the calculations showing the translation of the Offerors' proposed costs to the Government provided spreadsheets (Attachment 12 and Attachment 13).



Pricing Workbook

- ATTACHMENTS 12 & 13 REPRESENT THE GOVERNMENT STANDARDIZED SPREADSHEETS
- The prime contractor shall complete the spreadsheets shown in Attachment 12 Each subcontractor providing deliverable hours shall complete Attachment 13



Pricing Workbook

- “Sanitized” information, as referenced in both Attachment 12 & 13 is defined as including all information, excluding any proprietary information.
- “Unsanitized” information, as referenced in both Attachment 12 & 13 is defined as including all information, including proprietary information.



U.S. Army Contracting Command

ATTACHMENT 12:		ATTACHMENT 13:	
<i>Attachment 12 includes 14 Workbook Tabs entitled as follows</i>		<i>Attachment 13 includes 6 Workbook Tabs entitled as follows</i>	
Worksheet Instructions	**	Worksheet Instructions	**
Spreadsheet Infrastructure SUMMARY (by Program)	***	Spreadsheet Infrastructure	***
SUMMARY (by CLIN)			
SUMMARY (Prime & Sub Sum)			
Requirement check			
Prime form (Sanitized)		Individual Sub form (Sanitized)	
PHASE IN LABOR (Prime)	*	PHASE IN LABOR (Sub Unsanitized)	*
EOR LABOR (Prime)	*	EOR LABOR (Sub unsanitized)	*
OR LABOR (Prime)	*	OR LABOR (Sub unsanitized)	*
MATERIAL (Prime)	*		
ODC (Prime)	*		
TRAVEL (Prime)	*		
SUB SUM (Prime Populates)	*		

*** These workbook tabs require prime and subcontractor fill-ins**

**** These workbook tabs provide instructions on how to input fill-ins**

***** These workbook tabs provide a flowchart depicting how all spreadsheets are linked**

All remaining workbook tabs will populate by formulas, using links to other worksheets in this workbook.

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ATTACHMENT 12		ATTACHMENT 13	
PRIME RESPONSIBILITY		SUBCONTRACTOR RESPONSIBILITY	
(Involve 12 Worksheets):	Datafill Lines	(Involve 4 Worksheets):	Datafill Lines
1 SUMMARY (by Program)	None		
2 SUMMARY (by CLIN)	None		
3 SUMMARY (Prime & Sub Sum)	None		
4 REQUIREMENT CHECK	None		
5 PRIME FORM (Sanitized)	None	13 Individual Sub form (Sanitized)	None
6 PHASE-IN LABOR (Prime)	End Date Labor Rates Direct labor Hours Burdens/ Add-ons	14 PHASE-IN LABOR (Subktr)	Labor Rates Direct labor Hours Burdens/ Add-ons
7 EOR LABOR (Prime)	Begin Date Labor Rates Direct labor Hours Burdens/ Add-ons	15 EOR LABOR (Prime)	Labor Rates Direct labor Hours Burdens/ Add-ons
8 OR LABOR (Prime) Includes Base Period and 1-4 Options	Labor Rates Direct labor Hours Burdens/ Add-ons	16 OR LABOR (Prime) Includes Base Period and 1-4 Options	Labor Rates Direct labor Hours Burdens/ Add-ons
9 MATERIAL (Prime)	Material Handling G&A FCCM		
10 ODC (Prime)	G&A FCCM		
11 TRAVEL (Prime)	G&A FCCM		
12 SUB SUM	Prime populates with data from 14,15, 16		



REQUIREMENT CHECK WORKSHEET

- Established for the purpose of verifying that the sum of prime offeror's data (LOE hours) [from Prime Form (Sanitized)] and subcontractor data (LOE hours) [from SUB SUM] fulfill the RFP Requirement provided by the Government.
- No Offeror input shall be manually inserted into this worksheet.
- This worksheet will be populated by formulas, including using links to other worksheets in this workbook.



Attachment 10

STAFFING MATRIX

PRESENTER:

Jason Miller

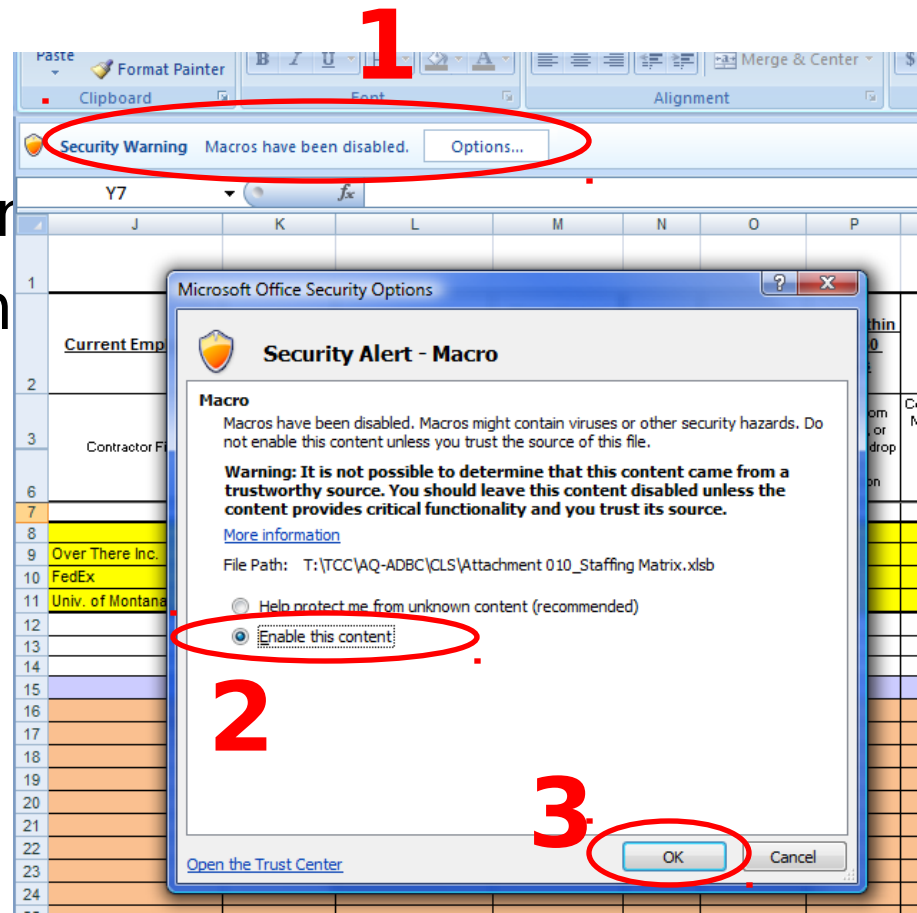
Pricing Analyst

Army Contracting Command, Warren



Getting Started...

- Security Warning
- Select “Options” Button
- Select “Enable this content”
- Select “OK” Button





- “Instructions” tab
- “Staffing Plan Matrix” tab
 - Row 2 – Column Titles
 - Row 3-6 – Brief Column Instructions

	A	B	C	D	E	F	G	H	
1		ATTACHMENT 0010- STAFFING PLAN MATRIX							
2	<u>Program</u>	<u>Labor Category</u>	<u>Contract Performance Location</u>	<u>Location Type</u>	<u>Employee Name</u>	<u>Foreign National</u>	<u>Prime or Subcontractor Name</u>	<u>Letter of Commitment Received</u>	<u>P Pa</u>
3			No Entry by Contractor	No Entry by Contractor	Contractor Fill In	Select from Yes or No from drop down selection	Contractor Fill In	Select from Yes, no, or N/A from drop down selection	Cor MI
6									
7									
8		Sample fill-ins:							
9	RCV	Shop Foreman	Iraq	RSA	John Doe	Yes	Prime	Yes	1
10	SOCOM	Supply Supervisor	CONUS	TSC	Jack Doe	No	Sub C	No	1
11	MRAP	Heavy Equipment Mechanic	Germany	FSF	Jane Doe	Yes	Sub A	Yes	2
12									



- Columns A,B,C, & D – Government Pre-populated

	A	B	C	D	E
		ATTACHMENT 0010- STAFFING PLAN MATRIX			
	<u>Program</u>	<u>Labor Category</u>	<u>Contract Performance Location</u>	<u>Location Type</u>	<u>Employee Name</u>
			No Entry by Contractor	No Entry by Contractor	Contractor Fill In
1	MRAP	Heavy Equipment Mechanic	Germany	FSF	Jane Doe
1					
1		Offer to fill-in such data, below:			
1					
1	RCV	RCV Afghanistan (AOR)			
1	RCV	Senior Maintenance Supervisor	Afghanistan	TSC	
1	RCV	Senior Maintenance Supervisor	Afghanistan	MSC	



U.S. Army Contracting Command

- Columns E, G, & J – Offeror is to type in information
- Columns F, H, K, L, M, N, & P – Offeror will select from a pull-down

	E	F	G	H	I	J	K	L	M
1									
2	<u>Employee Name</u>	<u>Foreign National</u>	<u>Prime or Subcontractor Name</u>	<u>Letter of Commitment Received</u>	<u>Projected Payroll Start Date</u>	<u>Current Employer</u>	<u>Present Location:</u>	<u>Security Clearance:</u>	<u>Compliance with Labor Qualification Minimum</u>
3	Contractor Fill In	Select from Yes or No from drop down selection	Contractor Fill In	Select from Yes, no, or N/A from drop down selection	Contractor Fill In MM/DD/YYYY Format	Contractor Fill In	Select From CONUS, OCONUS, or ADR from drop down selection	Select from Top Secret = TS, Secret = S, Favorable Background Investigation (FBI), or None from drop down selection	Select from Yes or No from drop down selection
6									
11	Jane Doe	Yes	Sub A	Yes	2/23/2012	Univ. of Montana	AOR	FBI	Yes
12									
13									
14									
15									
16									
17									
18									



U.S. Army Contracting Command

- Columns O, Q, R, & V – Offeror is to type in information
- Column P – Offeror will select from a pull-down

O	P	Q	R	S	T	U	V	W	X
				5/12/2012					
<u>Arrival at MRAP University</u>	<u>CRC within last 30 days</u>	<u>Arrival at CRC/NDC</u>	<u>Arrival at Performance Location</u>	<u>Phase In Completion Date</u>	<u>EOR Start Date</u>	<u># of Calendar days in Phase In</u>	<u># of hours in Phase In</u>	<u># of Work days in EOR</u>	<u># of hours EOR</u>
Contractor Fill In MM/DD/YYYY Format or N/A	Select from Yes, No, or N/A from drop down selection	Contractor Fill In MM/DD/YYYY Format only if "Enter Date" shows	Contractor Fill In MM/DD/YYYY Format only if "Enter Date" shows	No Entry by Contractor	No Entry by Contractor	No Entry by Contractor	Contractor Fill In	No Entry by Contractor	No Entry by Contractor
N/A	N/A	N/A	Enter Date	Error					
		Enter Date		Error					
		Enter Date		Error					
		Enter Date		Error					

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Special Provisions

PRESENTER:
Loretta Bursey
Contracting Officer



SPECIAL PROVISIONS

NOTE: Below are synopsis of pertinent provisions, please read solicitation for complete description of all provisions.

H. 13 Level of Effort (Cost Reimbursement) – The maximum number of labor hours to be ordered during performance of this contract is 32,280,360. The total man-hours of direct labor by classification can be found in Attachment 12, Pricing Workbook. In the event that less than one hundred (100%) percent of the established level of effort is expended by the completion date of the contract the Government shall have the option of:

(1) Requiring the Contractor to continue performance, subject to the provisions of the FAR Clause 52.232-20 until the effort expended equals 100% of the established Level of Effort at no increase in the fee of this contract.; or

(2) Effect a reduction in the fixed fee by the percentage by which the total expended man-hours is less than one hundred (100%) percent of the established Level of Effort (or the fee bearing portion of the last upward revision) as follows:

$$\text{Fee Reduction} = \text{Fee} \times \frac{\text{Actual LOE}}{\text{Total Estimated LOE}}$$

Provision H.13 also includes written notification procedures for Work Directives



SPECIAL PROVISIONS

B.3 Work Directives

- All work associated with Cost Plus Fixed Fee Level-of-Effort (CPFF LOE) CLIN(s) awarded under this contract shall be performed in accordance with Work Directives. The Performance Work Statement (PWS) details the actual work to be performed but each Work Directives shall include, but not necessarily be limited to, the following information:
 - (1) Number of hours provided to accomplish the work described in the PWS
 - (2) The Labor categories that are required to accomplish the work
 - (3) The locations the work shall be performed at
 - (4) The Material costs, Other Direct Costs, and Travel costs that will be required to perform the work
 - (5) Period of Performance for the effort to be performed
 - (6) Identification of the Contract Line Item Number (CLIN) under which the work is to be performed.
- The Government has the unilateral right to increase, decrease and prioritize the work to be performed hereunder by the issuance of Work Directives by the Contracting Officer. It is understood and agreed that such adjustments shall be made within the general scope of work and level of effort of the contract and without equitable adjustment thereto.
- If, at any time, the Contractor has reason to believe that the hours which it expects to incur in the performance of a Work Directive, when added to all hours incurred previously in performance of such Work Directive, shall exceed the estimated total hours set forth in the Work Directive, the Contractor shall notify in writing the Contracting Officer and Technical Representative



SPECIAL PROVISIONS

B.4 Work Directives

- The Government will utilize the calculated Fixed Fee rate per hour found on attachment 12, times the amount of hours required on the Work Directive to determine the total fixed fee for that Work Directive. Please note this Fixed Fee rate per hour is a composite fixed fee rate and will not be adjusted to account for the specific mix of labor categories required on the Work Directive. Changes to the types of labor categories on the work directive will not result in an adjustment to the fixed fee, provided the amount of hours required on the work directive remain unchanged.

**PLEASE NOTE FOR DRAFT RFP PURPOSES THIS CALCULATION HAS NOT BEEN PROVIDED.
THIS CALCULATION WILL BE FORTHCOMING**

- In order to estimate the costs of the labor hours, the Government will utilize the labor rates provided in attachment 12 for each of the labor categories required on the work directive.



SPECIAL PROVISIONS (Cont.)

H.14 Option to Extend the Term of the Contract

The Government has the unilateral right to extend the term of the contract by up to four option periods (for a total maximum potential contract term of 5 years). The Government may exercise this option(s) at any time but not later than 30 days prior to the end of the current contract period of performance.

During the timeframe of this contract, the Government shall have the unilateral right to increase the labor, material, travel and ODC dollars for the various CLINs through the exercising of option provisions. A pool of option hours is being established, which represents a cumulative amount of hours available. If exercised, the contract shall be increased on a cost-plus-fixed fee basis, as specified below. Material, Travel and ODC will be awarded unilaterally. No ceiling amount will be established as part of the option provisions for Material, ODCs, and Travel, but the contractor is subject to the Limitation of Cost clause (52.232-20) for the Material, ODCs and Travel awarded under this contract.

The hours under each option period shall apply to all programs (RCV, MRAP, and SOCCOM) for the period specified. The Government will detail which hours apply to the specific programs (RCV, MRAP and SOCCOM) through the issuance of the Work Directive.



SPECIAL PROVISIONS (Cont.)

H.14 (Cont.)

Option 1 rates are established in attachment 12 and may be exercised during the period from 16 January 2013 through 15 January 2014 for no more than 7,250,880 labor hours.

Option 2 rates are established in attachment 12 and may be exercised during the period from 16 January 2014 through 15 January 2015 for no more than 7,242,144 labor hours.

Option 3 rates are established in attachment 12 and may be exercised during the period from 16 January 2015 through 15 January 2016 for no more than 7,215,936 labor hours.

Option 4 rates are established in attachment 12 and may be exercised during the period from 16 January 2016 to 15 November 2016 for no more than 6,014,667 labor hours.



Special Provisions (Cont.)

H.14 (Cont.)

The Government may unilaterally exercise the option(s) ahead of the period listed above.

Ramp up (any change) of hours based on the exercise of options.

When the government exercises the option to add option hours, the contractor shall have the appropriate personnel in place to support the additional hours no later than 45 days after the issuance of the modification. If the contractor is increasing or decreasing their personnel, they shall provide notice to the Contracting Officer indicating increase in personnel by position.



Special Provisions (Cont.)

H.15 Danger Pay Allowance:

This provision provides for adjustments to the contract price as a result of changes to the Danger Pay and Post (Hardship) differentials listed on the State Department's website. Contractors must report changes on a quarterly basis.



Proposal Submission

PRESENTER:
ARDELLA ANDERSON
CONTRACT SPECIALIST



Proposal Submission

- L.1.2 The Offeror's proposal shall be submitted in five (5) separate volumes. The set of volumes shall be clearly labeled and in separate binders as follows:
 - a. Volume 1: Proposal Terms and Conditions.....L.2.1
 - b. Volume 2: Phase-In Factor.....L.3.1
 - c. Volume 3: Cost/Price Factor.....L.4.0
 - d. Volume 4: Past Performance.....L.5.0
 - e. Volume 5: Small Business Participation Factor.....L.6.0
- A Proposal Executive Summary summarizing your proposal is optional
 - If a Proposal Executive Summary is submitted, it must be submitted as a separate volume from the five (5) volumes above
 - If submitted recommend Proposal Executive Summary consist of no more than twenty (20) pages



Proposal Submission

- L.1.3 Offerors are required to submit both electronic and paper copies of their proposals
 - L.1.3.1 Electronic copies
 - For each volume, submit four (4) identical copies of the proposal on CD-ROM or DVD utilizing Microsoft (MS) Word, MS Excel, MS PowerPoint, MS Project, MS Access, OpenPlan or searchable (non-scanned) PDF compatible formats
 - All MS files shall be 2003/2007 compatible
 - L.1.3.3 Each CD-ROM or DVD shall be labeled so that it is easily identifiable for evaluation purposes (example Phase-In Volume, Set 1 of 4, CD 1 of X), and shall also include the Offeror's name and the RFP number
 - Each volume shall include a (i) title page, (ii) table of contents, and (iii) list of tables and figures
 - Each page of the proposal shall be numbered, and each paragraph of the proposal shall have a reference number
 - List all attachments and substantiating data in the table of contents under the specific sub-factor (if applicable) it supports
 - L.1.3.2 Paper Copies: Submit three (3) identical sets of paper copies of each volume
- L.1.3.4 The electronic proposal copies and paper proposal copies shall be identical



Proposal Submission

- L.1.4 Submission Due Date No later than 1:00 PM ET on 22 July 2011.
- L.1.5 Proposals delivered in response to this RFP, whether hand-carried or submitted via U.S. mail, shall be addressed as follows:

US Army TACOM
ATTN: Loretta Bursey
MRAP FOV CLSS PROPOSAL
Bid Lobby, Mail Stop 303
6501 E. Eleven Mile Rd.
Warren, MI 48397-5000

RFP Number: W56HZV-11-R-0181
22 July 2011, 1:00 PM ET
TO BE DELIVERED UNOPENED
(Offeror's name)



Proposal Submission

- **L.1.6 Method of Submission**
 - Proposals may either be hand-carried or submitted via US mail
 - Hand-carried submissions include proposals delivered by commercial carriers such as FedEx, UPS or services other than the US Postal Service
 - Hand-carried proposals must be delivered to the Detroit Arsenal (DTA) Mail Handling Facility (Building 255) between the hours of 8:00 AM and 1:00 PM EDT
 - The package(s) will be dated and time stamped at the Mail Handling Facility and the Government will be responsible for forwarding the package(s) to the appropriate personnel
 - If the proposal is hand-carried by other than a commercial carrier, the delivery person (even if an employee of the Offeror) must be a US citizen, and must obtain a signed receipt, indicating date and time of delivery, from Mail Handling Facility personnel.
 - Offerors are cautioned that approval to enter the installation must be obtained prior to the closing date for receipt of proposals



Proposal Submission

- Volume I-Proposal Terms and Conditions
 - L.2.1 This volume shall include the SF 33 (RFP) Sections A-K (with all fill-ins completed) and Small Business Subcontracting Plan (This does not apply to U.S. Small Business firms)
 - L.2.3 Submit two (2) signed copies of the Standard Form 33 (SF33) cover page and a copy of all completed fill-ins for Sections A through K, including all signed copies of Amendments, if applicable, to the RFP
 - L.2.5 A statement specifying agreement with all terms, conditions, and provisions included in the solicitation or any exceptions
 - L.2.6 Offerors other than US Small Business concerns shall submit an acceptable small business subcontracting plan in accordance with Department of Defense FAR Supplement (DFARS) 252.219-7003 and provide this plan as part of the proposal submission
 - L.2.7 DCMA Approved Accounting System If an Offeror does not currently have a DCMA Approved Accounting System, the Offeror shall provide the reason for this as well as documentation demonstrating when an approved system will be in place
 - L.2.9 Include the written consent of its proposed Subcontractors to allow the Government to discuss the Subcontractor's past performance with the Offeror



Questions and Answers

PRESENTER:
KELVIN MAGEE
PROCUREMENT ANALYST